

Message Text

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ORIGIN NEA-12

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APPROVED BY NEA/ ARP: FMDICKMAN

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STATE: MR. WRAMPMEIER

PM/ MAS: D. FARNHAM

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FM SECSTATE WASHDC

TO AMEMBASSY JIDDA IMMEDIATE

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OASD/ I AND L

DIVENGR USAEDM LEGHORN ITALY/ MDDVE

USCINCEUR VAIHINGEN GERMANY

DISTENGR RIYADH SAUDI ARABIA

C O N F I D E N T I A L STATE 119102

E. O. 11652: GDS

TAGS: MASS, SA

SUBJECT: MODA REQUEST FOR MILITARY VEHICLES

REFS: (1) JIDDA 1765; (2) STATE 098499; (3) JIDDA 2443;

(4) JIDDA 2456

1. PER REQUEST REF 3 & 4, WE HAVE MADE THOROUGH AND
EXTENSIVE REVIEW RE MATTER OF VEHICLES FOR SAUDI ARABIA
BOTH WITHIN US ARMY AND INDUSTRY. OUR FINDINGS ARE AS
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FOLLOWS:

(A) WITH REFERENCE TOM715 1 1/4 TON TRUCK:

(1) NEW COMMERCIAL TRUCKS, 4 X4, HARD CAB, ARE AVAILABLE WITHIN 10 MONTHS WITH A UNIT PRICE OF APPROXIMATELY DOLLAR 5000. THESE TRUCKS HAVE ACCEPTABILITY IN COMMERCIAL U. S. MARKET, AND LOGISTICS SUPPORT CAN BE PROVIDED DIRECTLY BY U. S. PRODUCER OF VEHICLE.

(2) EXISTING WAR RESERVE ASSETS TOTAL 350 WHICH IS, OF COURSE, SUBSTANTIALLY LOWER THAN THE SAUDI REQUIREMENT FOR 1055 TRUCKS. IT IS U. S. ARMY' S EXPERIENCE THAT IT IS UN-ECONOMICAL FOR REASONS OF COST AND MAINTENANCE TRAINING TO SUPPORT SMALL QUANTITIES OF TRUCKS. SINCE THESE ASSETS ARE NEEDED BY US ARMY AND SINCE BALANCE OF 705 WOULD REQUIRE

AN ALTERNATE VEHICLE OF SOME TYPE, WE DO NOT PROPOSE TO OFFER THE 350 TO SAG.

(B) WITH REF TO M54 A2, M61, AND M543 A2 5- TON VEHICLES:

(1) WE ARE CURRENTLY SOLICITING POSSIBLE ORDERS THROUGH-OUT THE WORLD FOR THE M813, M810 AND M816 WHICH ARE POTENTIALLY AVAILABLE FROM INDUSTRY, AND WHICH WOULD SERVE AS SUBSTITUTES FOR THEM54 A2, M61, AND M543 A2 VEHICLES. IF SUFFICIENT INTEREST MATERIALIZES TO OBTAIN AN ECONOMIC ORDER QUANTITY, PROCUREMENT OF NEW VEHICLES WILL BE INITIATED. RESULTS OF SOLICITATION WILL BE KNOWN BY END OF JULY. PROCUREMENT WOULD BE LET DURING LAST QTR CY 1973. LEADTIME OF 12-18 MONTHS APPLIES WITH COSTS ESTIMATED AT DOLLAR 20,000 FOR M813, DOLLAR 16,000 FOR M810, AND DOLLAR 35,000 FOR M816.

(2) COMMERCIAL ITEM TRUCK CARGO/ STAKE, 4 X2, 19,000 GROSS VEHICLE WT., COST DOLLAR 10,500 IS AVAILABLE WITHIN 8-10 MONTHS AS REPLACEMENT FOR M54 A2. TRUCK CHASSIS, 18,000 GROSS VEH WT. AT DOLLAR 16,000 IS AVAILABLE WITHIN 8-10 MONTHS AS REPLACEMENT FOR M61. TRUCK WRECKER, 4 X2, 24,000 GROSS VEH WT., 12 TON BOOM, DOLLAR 12,000 COST, IS AVAILABLE WITHIN 8-10 MONTHS AS REPLACEMENT FOR M543 A2.
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ALL ITEMS WOULD BE SUPPORTABLE BY INDUSTRY. SUITABILITY OF THESE VEHICLES FOR THE SAA WOULD HAVE TO BE DETERMINED AFTER SPECIFIC CHARACTERISTICS HAVE BEEN PROVIDED.

(3) EXISTING WAR RESERVE ASSETS DO NOT CONTAIN ANY OF 5- TON NEW VEHICLES REQUIRED. THERE ARE LIMITED NUMBERS OF SUBSTITUTE VEHICLES IN THE RESERVE WHICH ARE INSUFFICIENT

TO FULFILL DESIRED QUANTITY. SPECIFIC DATA ON AVAILABLE
RESERVES FOLLOW:

RESERVE/ QTY	REQUIREMENT/ QTY
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M813	90	M54 A2	344
M810	0	M61	38
M816	31	M543 A2	150

WE DO NOT PROPOSE OFFERING THE RESERVE VEHICLES TO THE SAG
FOR THE SAME REASONS MENTIONED IN PARA 1 A(2) ABOVE.

2. WE WISH TO REEMPHASIZE THE FACT THAT US ARMY WILL USE
SUBSTANTIAL NUMBERS OF REBUILT VEHICLES THROUGH 1977 WHICH
IS CONSIDERED A MORE COST EFFECTIVE SOLUTION THAN CON-
TINUING PRODUCTION. NEVERTHELESS, IF MODA STILL DOES NOT
DESIRE REBUILT VEHICLES, WE WOULD AGAIN SUGGEST

CONSIDERATION PROCUREMENT OF APPROPRIATE COMMERCIAL
VEHICLES, AN ACTION WHICH IS CONSISTENT WITH PRESENT
U. S. ARMY PLANNING FOR REPLENISHMENT OF ITS OWN FLEET.
WE RECOGNIZE, OF COURSE, THAT SELECTED VEHICLES MUST BE
EVALUATED IN TERMS OF SAUDI TERRAIN.

3. NOTWITHSTANDING THESE PROBLEM ITEMS, IT IS IMPORTANT TO
REMIND SAG THAT FOLLOWING CASES, REPRESENTING THE BULK
OF THEIR 5- YEAR VEHICLE REQUIREMENTS, HAVE EARLY EXPI-
RATION DATES. DELAYS IN ACCEPTANCE MIGHT WELL JEOPARDIZE
POSSIBLE FUTURE ACQUISITION ON NEW VEHICLES:

CASE UIK - 29 JUNE
CASE UIL - 24 JULY
CASE UIM-24 JULY
CASE UIX - 23 AUG
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CASE UIY - 22 AUG
CASE UIZ - 16 JUL

4. BASED ON THE ABOVE, USG BELIEVES SAUDI ARABIAN
ORDNANCE CORPS WILL ACCEPT COMMERCIAL VEHICLES WHICH MAY
BE ADOPTED BY US ARMY IN FUTURE. THE " WHEELS STUDY,"
PREVIOUSLY EXPLAINED IN PARA 2, REF 2, HAS BEEN
COMPLETED ; HOWEVER, IMPLEMENTATION HAS NOT BEEN FULLY
EXECUTED. IN FUTURE, US ARMY WILL PROCURE COMMERCIAL
ADMINISTRATIVE- USE VEHICLES WHICH WILL REPRESENT APPROXI-
MATELY 25 OF VEHICLE FLEET. WHEN SPECIFIC COMMERCIAL
VEHICLES HAVE BEEN SELECTED TO MEET US ARMY' S NEEDS, THESE
WILL BE OFFERED TO SAUDI ARABIA. HOWEVER, SELECTION IS
NOT EXPECTED IN THE IMMEDIATE FUTURE. UNTIL DECISIONS AS

TO SPECIFIC TYPES OF VEHICLES ARE DETERMINED AND PROCURE-
MENT BECOMES A REALITY, US GOVERNMENT WILL ASSIST SAUDI
ARABIAN ARMY BY PROVIDING TECHNICAL INFORMATION ON
COMMERCIAL VEHICLES. WE WOULD STRONGLY RECOMMEND THAT
DISTRICT ENGINEER IN RIYADH PROVIDE ALL NECESSARY ASSIS-
TANCE TO THE SAA IN IDENTIFYING TYPES OF COMMERCIAL
VEHICLES IN WHICH SAA MAY BE INTERESTED.

5. ABOVE PROVIDED BY DOD. ROGERS

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NNNNMAFVVZCZ

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